

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EURE-00 EB-07 OES-03 L-03 OC-05 CCO-00

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P R 081102Z AUG 75 ZDK

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC PRIORITY 4032

USDOC WASHDC

LIMITED OFFICIAL USE SECTION 1 OF 2 BUCHAREST 3869

USDOC/BEWT FOR HASFURTHER

E.O. 11652: N/A

TAGS: EIND, EEWT, RO

SUBJ: GOR LIST OF COOPERATION PROJECTS UNDER DISCUSSION WITH
US FIRMS -- EMBASSY TRANSLATION AND NOTES

REF: (A) STATE 184774 (B) BUCH 3647

FOLLOWING PARAGRAPHS PROVIDE KIND OF PROJECT, GOR AND US ENTITIES,
AND CURRENT STATE OF NEGOTIATIONS. CONTAINS PROPRIETARY INFORMATION.

1. PRODUCTION OF 650 MW (NUCLEAR POWER) TURBINES. UZINEXPORT/
GENERAL ELECTRIC. AMERICAN FIRM TO (OBTAIN AND) COMMUNICATE
THE AGREEMENT OF THE COMPETENT AMERICAN AUTHORITIES. COMMENT:
EXCON ISSUE.

2. PRODUCTION OF EQUIPMENT FOR ATOMIC POWER PLANTS. UZINEXPORT:
BABCOCK-WILCOX, BYRON JACKSON, WESTINGHOUSE. SAME AS (1) ABOVE.

3. CONSTRUCTION OF CAST IRON FOUNDRIES, STEEL PARTS, SHAPING
LINES, CASTING, ETC. UZINEXPORT: SHALCO. OFFER RECEIVED FROM
PARTNER UNDER STUDY. NEGOTIATIONS WILL CONTINUE IN AGUST IN
BUCHAREST. COMMENT: DISCUSSED WITH FIRM DURING RECENT VISIT
TO US.

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4. PRODUCTION OF (NEW MODELS OF) INDUSTRIAL TRACTORS,

WHEELED AND TRACKED. UNIVERSAL TRACTOR: FIAT-ALLIS. IN JUNE
PROTOCOL SIGNED CONCERNING PRODUCTION OF CATERPILLAR TRACTORS
(58, 80, 85 HP). NEGOTIATIONS WILL CONTINUE IN AUGUST IN
BUCHAREST.

5. CONSTRUCTION OF SHIP LIFTING AND LAUNCHING INSTALLATION
(DRYDOCK). UZINEXPORT: PEARLSON ENG. NEGOTIATIONS CONTINUING
FOR COMPLETION OF AGREEMENT. NOTE: FOLLOW-UP TO AVRAM VISIT.

6. REALIZATION OF HEAVY ROLLER BEARING FACTORY (FR 6). UZINEX-
PORT, TECHNOIMPORT: ROLLWAY. DELEGATION FROM FIRM EXPECTED TO COME
TO BUCHAREST. COMMENT: TECHNICAL DATA STILL NOT FIXED. JAPANESE
COMPETITION.

7. ACQUISITION OF LICENSES, DOCUMENTATION, AND MODELS FOR
FOUNDRIES. UZINEXPORT: HERMAN CO. ROMANIAN PARTY NOW STUDYING
PRELIMINARY OFFERS.

8. PRODUCTION OF HEAVY MACHINE TOOLS THROUGH RECIPROCAL
DELIVERIES OF EQUIPMENT, COMPONENTS, AND SUBASSEMBLIES. UZINEX-
PORT: FARREL. MEMORANDUM SIGNED JULY 19 CONCERNING CONCRETE
FORM OF COOPERATION. FIRM PLANS TO COMMUNICATE COUNTERPROPOSAL
IN AUGUST.

9. PRODUCTION LINE FOR ARO (JEEP) AND DACIA (AUTO) MOTORS.
UZINEXPORT: SHALCO. PLANS FOR MOTOR BLOCKS FOR BOTH VEHICLES
SENT TO FIRM. REPRESENTATIVES OF FIRM EXPECTED IN BUCHAREST
FOR NEGOTIATIONS. COMMENT: DISCUSSIONS STILL AT TECHNICAL
LEVEL. NO OFFER YET RECEIVED. POSSIBLE PRICE PROBLEM BECAUSE
FIRM EXPECTS LARGE RISK FACTOR.

10. INSTALLATION FOR REGENERATION OF SANDS (USED IN CASTING)
AND OF LARGE CAPACITY MIXER. UZINEXPORT: NATIONAL ENG., PICKEY,
C.E. CAST-DEVENPORT, C.E. CAST-PITTSBURGH. FIRST 2 FIRMS'
OFFERS RECEIVED BUT RESPONSES AWAITED FROM OTHER 2. COMMENT:
OFFERS ARE FOR DIFFERENT PROCESSES.

11. TECHNICAL-SCIENTIFIC COOPERATION IN FOUNDRY CONSTRUCTION,
(ENGINEERING AND TECHNOLOGY). UZINEXPORT: AMERICAN FOUNDRYMAN'S
SOCIETY. PLANNED TO HAVE EXCHANGE OF DELEGATIONS OF SPECIALISTS
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IN SEPTEMBER. COMMENT: INCLUDES NUMBER OF FIRMS ORGANIZED BY AFS.

12. PROCUREMENT OF HEAVY MACHINE TOOLS FOR PRODUCTION OF
TURBINES AND NUCLEAR EQUIPMENT. UZINEXPORT: CINCINNATI,
FARREL, SUNDSTRAND, GIDDINS, INGERSOL, GLEASON. MAJORITY
OF OFFERS RECEIVED AND ARE IN PROCESS OF BEING ANALYZED.
COMMENT: IMPORT.

13. CONSTRUCTION IN ROMANIA OF TRACTORS OF 80-180 AND 250 HP. UNIVERSAL TRACTOR: LONG MFG. PRESIDENT OF FIRM (RECENTLY CAME) TO BUCHAREST FOR NEGOTIATIONS. COMMENT: DIFFERENT MODELS FROM ITEM 4 ABOVE.

14. PRODUCTION OF AGRICULTURAL MACHINERY SYSTEMS DESTINED FOR EXPORT. UNIVERSAL TRACTOR: CLARK. NEGOTIATIONS FORESEEN IN FOURTH QUARTER OF 1975. COMMENT: LARGE VARIETY OF AGRICULTURE EQUIPMENT USING DIFFERENT SYSTEM THAN CURRENTLY MADE IN ROMANIA.

15. PRODUCTION OF TURBOCOMPRESSORS FOR TECHNOLOGICAL INSTALLATIONS FOR CHEMICAL FERTILIZERS (KELLOGG PROCESS). UZINEXPORT: DE LAVAL. TECHNICAL PROBLEMS PRESENTLY BEING DISCUSSED WITH FIRM'S SPECIALISTS.

16. COOPERATION IN FIELD OF ELECTRIC AND DIESEL-ELECTRIC LOCOMOTIVES. MECANOEXPORT: GENERAL ELECTRIC. FTO MADE CONCRETE COOPERATION PROPOSALS IN APRIL. RESPONSE AWAITED FROM GE. COMMENT: POSSIBLE COUNTERPROPOSAL FROM GE?

17. PRODUCTION OF SPECIAL, LARGE ELECTRIC MOTORS. EXECTROEXPORT: GNERAL ELECTRIC. RESPONSE AWAITED TO ROMANIAN PROPOSALS MADE IN APRIL. COMMENT: SAME AS 16.

18. NUMERICAL CONTROLS FOR MACHINE TOOLS. ELECTROEXPORT: GENERAL ELECTRIC. AWAITING SPANISH REPRESENTATIVE OF FIRM FOR NEGOTIATIONS. IN EVENT IT IS ACCEPTED THAT PAYMENT WILL BE MADE THROUGH CLEARING ACCOUNT, CONDITIONS OF COOPERATION CAN BE ESTABLISHED. COMMENT: PAYMENT BY PRODUCTS. NO DATE SET FOR ARRIVAL.

19. PRODUCTION OF MACHINE TOOLS EQUIPPED WITH NUMERICAL CONTROLS. ELECTROEXPORT: PRATT & WHITNEY. COOPERATION POSSIBILITIES STILL LIMITED OFFICIAL USE

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BEING ANALYZED. COMMENT: STILL DISCUSSING TECHNICAL ASPECTS.

20. PRODUCTION OF MACHINES, ASSEMBLIES, AND TRANSFER LINES. MECANOEXPORT: CROSS. DOCUMENTATION RECENTLY RECEIVED FROM FIRM. AFTER ANALYSIS DELEGATION OF ROMANIAN SPECIALISTS WILL DEPART FOR U.S. TO CONTINUE NEGOTIATIONS.

21. PRODUCTION OF ELECTRONIC OFFICE MACHINES. ELECTROEXPORT: SINGER. DELEGATE OF U.S. FIRM TO COME TO BUCHAREST IN SEPTEMBER FOR NEGOTIATIONS.

2. PRODUCTION OF MACHINE TOOLS: CLASSICAL PROCESSING, UNIVERSAL MILLING, SINGLE-AXLE LATHES, TURRET LATHES. MASINIMPORT: CINCINNATI, GIDDINS, SWAZEY. (OFFERS RECEIVED) SUPPLEMENTARY DATA SOLICITED FROM FIRMS.

23. BLACK SEA REFINERY AND PETROCHEMICAL COMPLEX. PLOESTI
CENTRAL: U.O.P. NEGOTIATIONS WILL CONTINUE IN BUCHAREST
IN SEPTEMBER TO DEFINE FORMS AND CONDITIONS OF COOPERATION.
COMMENT: UOP IS PRIME PARTNER, OTHER US FIRMS TO WORK THROUGH
THEM.

24. TECHNICAL RESEARCH IN FIELD OF CRUDE OIL PROCESSING.
PLOESTI CENTRAL: U.O.P. U.S. FIRM'S DRAFT ACCORD UNDER STUDY
AT ICECHIM. COMMENT: SAME AS 23. BOTH PARTNERS WILL DIVIDE
UP LIST OF RESEARCH THEMES.

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25. JOINT VENTURE IN ROMANIA FOR PRODUCTION AND MARKETING
OF CHEMICAL FERTILIZERS. CRAIOVA CENTRAL: AGRICO. NEGOTIATIONS
WILL CONTINUE IN AUGUST (IN BUCHREST).

26. PRODUCTION OF INTERMEDIARY PRODUCTS FOR MEDICINES AND,
IN FIRST INSTANCE, VITAMIN C. CHIMIMPORT: PFIZER. ALL DETAILS
CONCERNING TYPE OF COOPERATION WERE SENT TO THE FIRM. DEPENDING
UPON RESPONSE, PLACE AND DATE FOR CONTINUING NEGOTIATIONS WILL
BE ESTABLISHED. COMMENT: PRODUCTION FOR US AND OTHER MARKETS.

27. INSTALLATION FOR PRODUCTION OF PLASTIC FURNITURE. DANUBIANA:
INSTRUMENT SYSTEM CO. LETTER CONTAINING PROPOSALS CONCERNING KIND
OF COOPERATION SENT TO FIRM. FIRM'S COUNTERPROPOSALS AWAITED.

28. JOINT VENTURE FOR PRODUCTION AND MARKETING OF BUTYL RUBBER.

PLOESTI CENTRAL: CITIES SERVICE. FIRM IS TO RESPOND TO MATERIAL SENT TO IT. COMMENT: JOINT VENTURE PLANNED. THEREFORE NUMEROUS DETAILS, MOSTLY COMMERCIAL ONES, TO BE SETTLED.

29. JOINT VENTURE FOR PRODUCTION AND MARKETING OF EPICHLORHYDRIN, SYNTHETIC GLYCERINE, AND EPOXY RESINS. R. VILCEA CENTRAL: DOW CHEMICAL. ESTABLISHED IN JULY THAT JOINT FEASIBILITY STUDY WOULD BE DRAWN UP BY NOVEMBER 30, 1975.

30. COOPERATION IN SCIENTIFIC, ORGANIZATIONAL AND EXPERIMENTAL ACTIVITY FOR APPROVAL AND RETAIL SALE OF GEROVITAL H 3 ON U.S. LIMITED OFFICIAL USE

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MARKET. CHIMIMPORT: ROMAMER PHARMAC. IN ACCORDANCE WITH FDA REGULATIONS NUMBER OF TESTS WERE INCREASED WITH VIEW TO COMPLETION OF APPROVAL PROCESS BY JUNE 30, 1977 FOR AMPULES, AND DECEMBER 31, 1977, FOR TABLETS. COMMENT: TESTING ALREADY BEGUN.

31. CONSTRUCTION OF INSTALLATION FOR PRODUCTION OF SYNTHETIC (NOT BUTYL) RUBBER, POSSIBLY IN FRAMEWORK OF JOINT VENTURE. POLESTI CENTRAL: HOUDRY PROCESS. LETTER OF INTENT, INCLUDING SCHEDULE OF PREPARATION OF FEASIBILITY STUDY, WAS SENT TO FIRM FOR SIGNATURE. SPECIALISTS OF FIRM TO COME TO BUCHAREST IN SEPTEMBER FOR PREPARATION OF STUDY.

32. COOPERATION IN FIELD OF COSMETICS. CHIMIMPORT: AVON INT'L. PROPOSALS AND CONDITIONS OF COOPERATION SENT TO PARTNER JULY 3.

33. JOINT VENTURE FOR PRODUCTION AND MARKETING IN MEDICINES. BUCHAREST CENTRAL: WARNER LAMBERT INT'L. CONDITIONS FOR FORMATION OF JOINT VENTURE ARE TO BE DEFINED BY END OF 3RD QUARTER 1975. COMMENT: PRELIMINARY TALKS SO FAR REGARDING RANGE OF DRUGS. CAN BE ANY FORM OF COOPERATION.

34. JOINT VENTURE FOR PRODUCTION AND MARKETING OF TIRES AND RUBBER ARTICLES. BUCH CENTRAL: GENERAL TIRE. FIRM WORKING ON PREPARATION OF FEASIBILITY STUDY FOLLOWING WHICH IT WILL BE SENT TO ROMANIAN PARTIES BY SEPT. 15.

35. CONSTRUCTION IN ROMANIA OF FACTORY TO PRODUCE FIBERGLASS FABRIC. ROMSIT: CLARK SCHWEBEL. COMPLETE OFFER SOLICITED FROM FIRM. EMBASSY COMMENT: FIRM AGREED TO FORWARD ONE, PERHAPS AUGUST.

36. COOPERATION
IN PRODUCTION OF INDUSTRIAL SEWING MACHINES.
ROMSIT: SINGER. OFFER SOLICITED FROM FIRM, BUT UNTIL NOW FIRM HAS NOT RESPONDED TO GOR REQUESTS.

37. PROVISION OF EQUIPMENT TO PROJECTS MOLDOVA NOUA AND ROSIA-

POIENI FOR DEVELOPMENT OF COPPER DEPOSITS. MINISTRY MINES,
GEOMIN: BUCYRUS, JOY. FIRMS HAVE NOT RESPONDED TO OUR REQUESTS
TO CONTINUE NEGOTIATIONS. EMBASSY COMMENT: POINTED OUT INTEREST
OF KENNECOTT RECEIVED NO RESPONSE FROM MINISTRY.
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38. DEVELOPMENT IN ROMANIA OF NON-METALLIC DEPOSITS (DIATOMITE,
TALC, AND KAOLIN, ETC.) GEOMIN: CONTINENTAL, JOHN MANVILLE.
NO RESPONSE RECEIVED TO MINISTRY'S REQUEST FOR INSTRUCTIONS
CONCERNING TAKING AND FORWARDING NEW SAMPLES. (ADDITIONAL SAMPLES
NEEDED TO DETERMINE CORRECT PROCESS).

39. PROSPECTING, EXPLORATION AND DEVELOPMENT OF BLACK SEA
PETROLEUM DEPOSITS. ROMPETROL: GULF, MARATHON, CITIES SERVICE,
CONOCO, BUTES GAS. (PRELIMINARY) NEGOTIATIONS CONTINUING. COMMENT:
STILL NO GOR DECISION ON FORM OF COOPERATION.

40. JOINT VENTURE FOR PRODUCTION OF COKING COAL (IN US). MINERAL-
IMPORT: ISLAND CREEK. ECONOMIC, FINANCIAL AND LEGAL CONDITIONS
NEGOTIATED; NEGOTIATIONS CONTINUE.

41. COOPERATION IN AUTOMOBILE PRODUCTION. AUTO-DACIA: CHRYSLER,
GENERAL MOTORS. PROPOSALS AWAITED FROM FIRMS. COMMENT: FOR UP
TO 900 C.C. CAR PRODUCTION. ALSO TALKING WITH FRENCH, W. GERMAN
COMPETITION.

42. NOTE. PARENTHESES ABOVE REPRESENT ORAL CLARIFICATION GIVEN
DURING JULY 31 MEETING WITH DEPUTY MINISTER FLORESCU. "COMMENT"
REFERS TO COMMENTS MADE BY FLORESCU. EMBASSY COMMENTS AND EVAL-
UATION WILL BE FORWARDED SEPTTEL.

43. EMBASSY REGRETS THAT PRIORITY GIVEN TO PREPARATION FOR
PRESIDENTIAL VISIT AND DISASTER RELIEF SHIPMENTS THIS PAST WEEK
DELAYED TRANSLATION AND FORWARDING OF THIS AND EMBASSY LIST.
EMBASSY LIST ACTUALLY POUCHED AUGUST 4, REGISTRY NUMBERS 2362135
TO STATE/EUR/EE CHRISTENSEN AND 2362134 TO COMMERCE/BEWT/HASFURTHER.

44. MINISTRY OF FOREIGN TRADE COMMITMENTS GENERALLY CONFIRMED
ACCURACY OF EMBASSY LIST. THEY DID NOT INCLUDE FOLLOWING PROJECTS
OF THEIR LIST BECAUSE THEY CONSIDERED THEM "IMPORTS OF PLANT
AND TECHNOLOGY" RATHER THAN COOPERATION (DISTINCTION IS NOT CLEAR-
CUT AND SEEMS TO VARY BETWEEN MINISTRIES): POLYPROPYLENE, POLY-
ETHEYLENE, POLYESTER, OFFSHORE DRILLING RIG, COKING COAL CONTRACTS,
PHOTO FILM AND PAPER, AND AIRCRAFT. OILFIELD EQUIPMENT AND
LIBERIAN IRON (NOT COPPER) MINING CONSIDERED UNDER NEGOTIATION.
POWER TOOLS BEING DISCUSSED WITH BLACK AND DECKER'S BRITISH
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SUBSIDIARY. FINAL 3 PROJECTS ON EMBASSY LIST CONSIDERED IN
PRELIMINARY NEGOTIATION PHASE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INTERGOVERNMENTAL COOPERATION, DIPLOMATIC NOTES, FOREIGN INVESTMENTS
Control Number: n/a
Copy: SINGLE
Draft Date: 08 AUG 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975BUCHAR03869
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750274-0684
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750867/aaaacgqm.tel
Line Count: 337
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 7
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 STATE 184774, 75 BUCHAREST 3647
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 20 MAY 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 May 2003 by GarlanWA>; APPROVED <22 MAY 2003 by GarlanWA>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GOR LIST OF COOPERATION PROJECTS UNDER DISCUSSION WITH US FIRMS -- EMBASSY TRANSLATION AND NOTES
TAGS: EIND, EEWT, RO, US
To: STATE COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006